

## Message Text

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PAGE 01 STATE 176812  
ORIGIN NEA-07

INFO OCT-01 SS-14 ISO-00 EB-04 SP-02 INR-05 /033 R

DRAFTED BY NEA/EGY:CAKENNEDY:SEB

APPROVED BY NEA:SSOBER

-----128422 290641Z /10

R 281553Z JUL 77

FM SECSTATE WASHDC

TO AMEMBASSY CAIRO

INFO AMCONSUL ALEXANDRIA

AMEMBASSY DAMASCUS

C O N F I D E N T I A L STATE 176812

LIMDIS

E.O. 11652: GDS

TAGS: EINV, ETRD, EG, US

SUBJECT: FORD MOTOR COMPANY

REF: A) CAIRO 11776; B) STATE 167683

1. WILLIAMS AND FREDRICKS OF FORD CALLED ON DAS SOBER JULY 26. FORD IS READY TO REPLY TO MINECON CABLE ON LATEST "ISSUES" RAISED BY GOE. WITHOUT BEING SPECIFIC ABOUT REPLY, FORD REPS SAID THEY COULD GO ALONG WITH THREE OF THE POINTS BUT CUSTOMS DIFFERENTIAL WAS MAJOR PROBLEM. WILLIAMS SHOWED SOME FLEXIBILITY ON DIFFERENTIAL BY SAYING THAT 45-55 PERCENT WAS THE RANGE REQUIRED. FORD WILL EXPRESS WILLINGNESS TO DISCUSS ISSUE WITH GOE AND BACK UP THEIR DIFFERENTIAL FIGURE WITH FACTS. IN TALKS, HOWEVER, GOE SHOULD PREPARE THEIR CASE IN SIMILAR FASHION, BACKING UP THEIR PERCENTAGE WITH FACTS.

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2. FORD REPS HAVE DISCUSSED CASE WITH GHORBAL WHO ADVISES THEM TO PROCEED TOWARD CONCLUDING THE DEAL AND NOT BECOME DISTRACTED BY SIDE ISSUES. FORD'S CONCERN, HOWEVER, IS THAT THEY WILL SPEND INDEFINITE TIME BATTING DOWN ISSUES RAISED BY GOE. EVEN IF THEY SUCCESSFULLY NEGOTIATE THE CURRENT LIST, THEY FEAR THAT GOE (SHAHIN OR SOMEONE ELSE) WILL JUST DEVELOP ANOTHER LIST OF POINTS TO PLAY WITH.

NEEDLESS TO SAY, FORD REPS, ESPECIALLY WILLIAMS, BECOMING  
QUITE DISCOURAGED, BEING UNABLE TO SEE ANY LIGHT AT THE  
END OF THE TUNNEL. STILL, THEY SEE LITTLE CHOICE BUT  
TO CONTINUE TO KEEP THE DIALOGUE GOING.

3. PLANMIN MAGUID SEEMS TO HAVE MATERIALIZED IN NEW YORK.  
NEA/EGY OFFICER FIRST HEARD OF HIS PRESENCE THERE FROM  
EGYPTIAN EMBOFF ON JULY 25. FORD REPS THEN TOLD US THEY  
HAS TENATIVE APPOINTMENT TO SEE MEGUID ON AUGUST 6 AFTER  
FORD HAD SENT RESPONSE TO MINECON.

4. FYI. WHILE IN LONDON RECENTLY, FORD REPS SPOKE WITH  
MAHDI TASJIR, UAE AMBASSADOR. DURING CONVERSATION, FORD  
PROJECT IN EGYPT DISCUSSED. TAJIR EXPRESSED INTEREST IN  
PARTICIPATING IN PROJECT AND OFFERED TO HELP FORD OVERCOME  
EGYPTIAN OBSTACLES. END FYI. VANCE

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## Message Attributes

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**Decaption Note:** 25 YEAR REVIEW  
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**Disposition Approved on Date:**  
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**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
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**TAGS:** EINV, ETRD, EG, US, FORD MOTOR COMPANY  
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**Review Markings:**  
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